

# Accelerating business outcomes

## HPE Rapid Cloud Advisory Service

Take advantage of a trusted advisor to accelerate your cloud initiative to deliver meaningful results

### Why the HPE Rapid Cloud Advisory Service?

- **Speed:** Eliminate the typical organizational bottlenecks seen in defining and planning your cloud initiative to rapidly identify, design, and deploy your initial cloud services to deliver meaningful results.
- **Quick wins:** Leverage HPE experiences and insight in order to rapidly enable your cloud platform investment to deliver business outcomes with this two-day advisory service.
- **Enable your stakeholders around outcomes:** Avoid common pitfalls by aligning your team's focus to demonstrate "real-world" benefits and measurable outcomes once your platform is installed.
- **Accelerating your initiative:** This structured approach will help your stakeholders develop a clearly defined scope with which to design, configure, and deploy an initial set of cloud services you can begin leveraging soon after installation.
- **Leverage world-class expertise:** Engage HPE cloud services consultative advisors to facilitate your technology investment is aligned to your desired business outcomes.

### Enable the right mix of hybrid infrastructure to deliver results

To power your new and legacy application workloads, different IT environments are required based on your unique industry and application needs. The right mix of traditional infrastructure, private cloud, and public cloud with consistent management and control software enables you to meet the demands for agility and excellent user experience. Many organizations lack the unique skills and experience to leverage their "next generation" technology investments, but are under pressure to deliver results quickly. Meeting the ever-increasing expectations of the business means having the expertise and understanding to leverage the technology under new delivery principles and practices. Successful organizations ensure they understand critical success factors, and avoid common pitfalls for their cloud initiatives with a structured yet agile approach focused on their desired business outcomes. HPE Consulting offers services to meet exactly these needs as you pursue your cloud initiative.

### HPE Consulting's results-oriented approach

Hewlett Packard Enterprise provides a unique alternative to traditional "cloud projects" and technical implementations that deliver only the technical installation of the platform. These often deliver a basic configuration that validates the system is "operational as

installed" in features and function. Many HPE customers desire to deploy an initial set of cloud services that provide "quick-win" outcomes without the additional time and risks associated with typical "trial and error" efforts. Hewlett Packard Enterprise provides the opportunity for its customers to choose an alternative that provides a new experience and a quicker time to value. The HPE approach leverages "real world" expertise and practices to help your organization experience the value of enabling your technology investment to accelerate deployment of the initial cloud services to reduce time, risk, and effort. The HPE Rapid Cloud Advisory Service helps you to realize the investment in the technology beyond the initial installation and configuration.

### HPE Rapid Cloud Advisory Service

HPE Rapid Cloud Advisory Service provides guidance to organizations looking to accelerate and ensure the initial success of their cloud initiative. With the help of advisory services, customers can explore their business requirements, align them to technology decisions, and identify potential risks and opportunities. HPE facilitators assist stakeholders to define initial cloud services, initiative scope, and desired outcomes allowing for a more informed and focused effort. The resulting outcome reduces risk in any subsequent deployments and achieves a faster time to value.

## Solution brief

The HPE cloud experience starts with a facilitated two-day advisory service designed to help you accelerate your cloud initiative by enabling a quick win—a plan to define, build, and deploy an initial set of cloud services you can leverage soon after your platform is installed. The service helps your stakeholders understand where to focus and how to avoid many of the common pitfalls organizations face. HPE advisors help your team understand how to mitigate many of the unnecessary steps and risks common to typical “trial and error” approaches. This advisory service will assist your team in defining the key scope elements required to enable an accelerated deployment of initial cloud services and desired outcomes. The result of the two-day effort is a clearly defined consensus view on what initial cloud services your organization would require, what kinds of outcomes constitute “quick wins,” and the overall short-term scope and approach in an executive summary we develop together. We see this effort as redefining the customer's experience, enabling an accelerated cloud initiative focused on clearly defined requirements, goals, and outcomes.

### The two-day Rapid Advisory session—a structured approach:

HPE advisor facilitates stakeholder discussions and white boarding sessions. Initiative descriptions, decisions, scope, and desired outcomes are documented throughout the session to provide an executive summary report.

### Morning of day 1: Initiative business context

- Setting the scene
- Business context
- Bottlenecks
- Close of business context review

### Afternoon of day 1: Analysis and advisory

- Initial strengths, weaknesses, opportunities, and threats (SWOT) analysis of initiative
- Choice of three advisory discussion module options from this list (choices based upon specific customer needs and SWOT analysis):
  - Cloud service design—understanding consumer and adoption
  - Cloud functional architecture and design approaches
  - Cloud operations and management process impacts and improvements
  - Understanding cloud financials
  - Addressing organizational change and your cloud transformation
  - Organization—roles, skills, culture
  - Workload assessment and migration
  - Cloud broker role and responsibilities
- Close of analysis and advisory review

### Morning of day 2: Initiative scope and design

- Initial cloud services, process design, and scope
- Define the cloud services portal functionality
- Define key sponsors, roles, subject matter experts (SMEs), and benefactors/consumers
- SWOT analysis of initiative (revisited)
- Close of initiative design and scope review

### Afternoon of day 2: Initiative next steps and executive summary report

- Review of initiative definition, description, scope, and end-to-end outcomes
- Define next-step building blocks, key milestones, and timeline following best practice approach

- Leverage any SWOT analysis to remediate weaknesses
- Finalize key stakeholders' roles, SMEs' responsibilities that should be noted
- Compile collected data into final report
- Close—review initiative next steps and executive summary report (final SWOT if time available)
- Customer learnings from the experience and facilitator close

### Other HPE Cloud Consulting Services that enable an accelerated initiative are:

- **HPE CloudSystem Accelerator**—designed to speed the implementation and delivery of your initial cloud services.
- **Cloud Single Service Design**—complete effort to design cloud services, meant to show the way for future services.
- **Cloud Workload Assessment and Migration**—addresses the task to discover, evaluate, and migrate your workloads to the right mix of infrastructure—what do you have, what can and should move to the cloud, and to which cloud? Then a tool-based migration can move applications to your cloud at your speed.
- **Cloud Services Broker**—services to define the cloud services broker function within your organization, and the goals, policies, processes, and staff that make up the broker function.

The result of the HPE Rapid Cloud Advisory Service is often to engage with these services, depending on your needs.

Learn more at  
[hpe.com/services/cloud](https://hpe.com/services/cloud)



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4AA6-4082ENN, February 2016